

Message Text

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FM AMEMBASSY VIENNA
TO USDOC WASHDC IMMEDIATE
INFO SECSTATE WASHDC 6044
AMEMBASSY PARIS

UNCLAS VIENNA 5589

FOR OIM/SAD

E.O. 11652: N/A
TAGS: BEXP, AU, FR
SUBJECT: IN-STORE PROMOTION: EXCESS BAGGAGE FEES OF NAVAJO
GROUP

REF: (A) STATE 29025; (B) VIENNA 2248

1. SUMMARY. EMBASSY REQUESTS FISCAL AUTHORIZATION TO REIM-
BURSE NAVAJO INDIAN GROUP FOR EXCESS BAGGAGE OUTLAY CONNECTED
WITH THEIR PARTICIPATION IN IN-STORE PROMOTION IN GRAZ
LAST SPRING.

2. AS RESULT OF EFFORTS OF OIM SPECIAL ACTIVITIES DIVISION,
A GROUP OF FIVE NAVAJO CRAFTSPEOPLE FROM WINDOW ROCK,
ARIZONA WERE RECRUITED TO PARTICIPATE IN IN-STORE PROMOTIONS
IN GRAZ AND PARIS THIS SPRING. EXPECTATION WAS THAT DEPARTMENT
STORES WOULD COVER COSTS OF ROUND-TRIP TRAVEL AND TRANSPOR-
TATION OF INDIANS AND THEIR EFFECTS, PARTICULARLY IMPLEMENTS
AND JEWELRY NEEDED FOR DEMONSTRATIONS OF NATIVE AMERICAN
CRAFTSMANSHIP.

3. KASTNER AND OEHLER OF GRAZ AND AU PRINTEMPS OF PARIS ARR-
ANGED TO USE NAVAJOS IN THEIR IN-STORE PROMOTIONS, STORES
AGREEING IN WRITING TO DEFRAY COSTS UP TO \$3,500 EACH FOR
THIS PURPOSE. IN END, NAVAJO TRAVEL AND AIR FREIGHT COSTS
EXCEEDED \$7,000 MAXIMUM AGREED TO AND KASTNER AND OEHLER FOR
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ITS PART ACTUALLY PAID \$3,975.85.

4. K & OE HAS THEREFORE DECLINED TO PAY AN OUTSTANDING BILL FOR \$1,788.80 FOR EXCESS BAGGAGE FEES FOR JEWEL CASES AND OTHER MATERIALS WHICH ACCOMPANIED NAVAJOS ON TWA FLIGHT TO VIENNA. BILL WAS INCURRED BY NAVAJOS AT AIRPORT ALBUQUERQUE AT TIME OF DEPARTURE ON BASIS THEIR EARLIER UNDERSTANDING TWA WOULD CARRY EXCESS ACCOMPANIED BAGGAGE FREE OF CHARGE. THIS DID NOT PAN OUT AND GROUP'S LEADER, MRS. RENA DALLAS, PAID EXCESS BAGGAGE FEE OF \$1,788.80 BY AMERICAN EXPRESS CREDIT CARD TO TWA ALBUQUERQUE IN ORDER GET EXHIBITION MATERIALS HERE IN TIME FOR OPENING IN GRAZ. MRS. DALLAS NOW REQUESTS REIMBURSEMENT.

5. EMBASSY PARIS TOOK UP MATTER WITH AU PRINTEMPS AND WE HAVE DONE SO WITH KASTNER & OEHLER. BOTH STORES HAVE EXCEEDED THEIR COMMERCE-REIMBURSABLE PROMOTIONAL BUDGETS AND NEITHER IS WILLING REIMBURSE NAVAJOS FOR THEIR \$1,788.80 OUTLAY. BOECK OF KASTNER & OEHLER THINKS USG HAS OBLIGATION TO PAY IF TWA WON'T. TWA VIENNA REP TOLD EMBASSY THERE IS ABSOLUTELY NOTHING HIS OFFICE CAN DO TO HELP.

6. WE SUGGEST ONE SOLUTION MIGHT BE FOR COMMERCE TO REIMBURSE NAVAJOS FROM \$25,000 WHICH WAS SET ASIDE AS MAXIMUM ALLOWABLE FOR K & O IN-STORE PROMOTION. POST'S OBLIGATION TO K AND O UNDER IN-STORE PROMOTION CONTRACT AMOUNTS TO \$22,425 WHICH IS 10 PERCENT OF STORE'S PURCHASES (K & O PROMOTIONAL EXPENDITURES CONSIDERABLY EXCEED THIS FIGURE). IF THIS NOT FEASIBLE, REQUEST THAT EMBASSY'S SPECIAL \$2000 AUTHORIZATION (WHICH IS ALREADY EXHAUSTED) FOR PROMOTIONAL ACTIVITIES (REFTEL A) BE INCREASED TO COVER NAVAJO BAGGAGE BILL. WE ALSO THINK IT UNFAIR TO LEAVE NAVAJOS PAYING THIS BILL AND WOULD THEREFORE MUCH APPRECIATE IT IF FISCAL DATA COULD BE PROVIDED TO COVER IT. REQUEST IMMEDIATE CABLE REPLY. BUCHANAN

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